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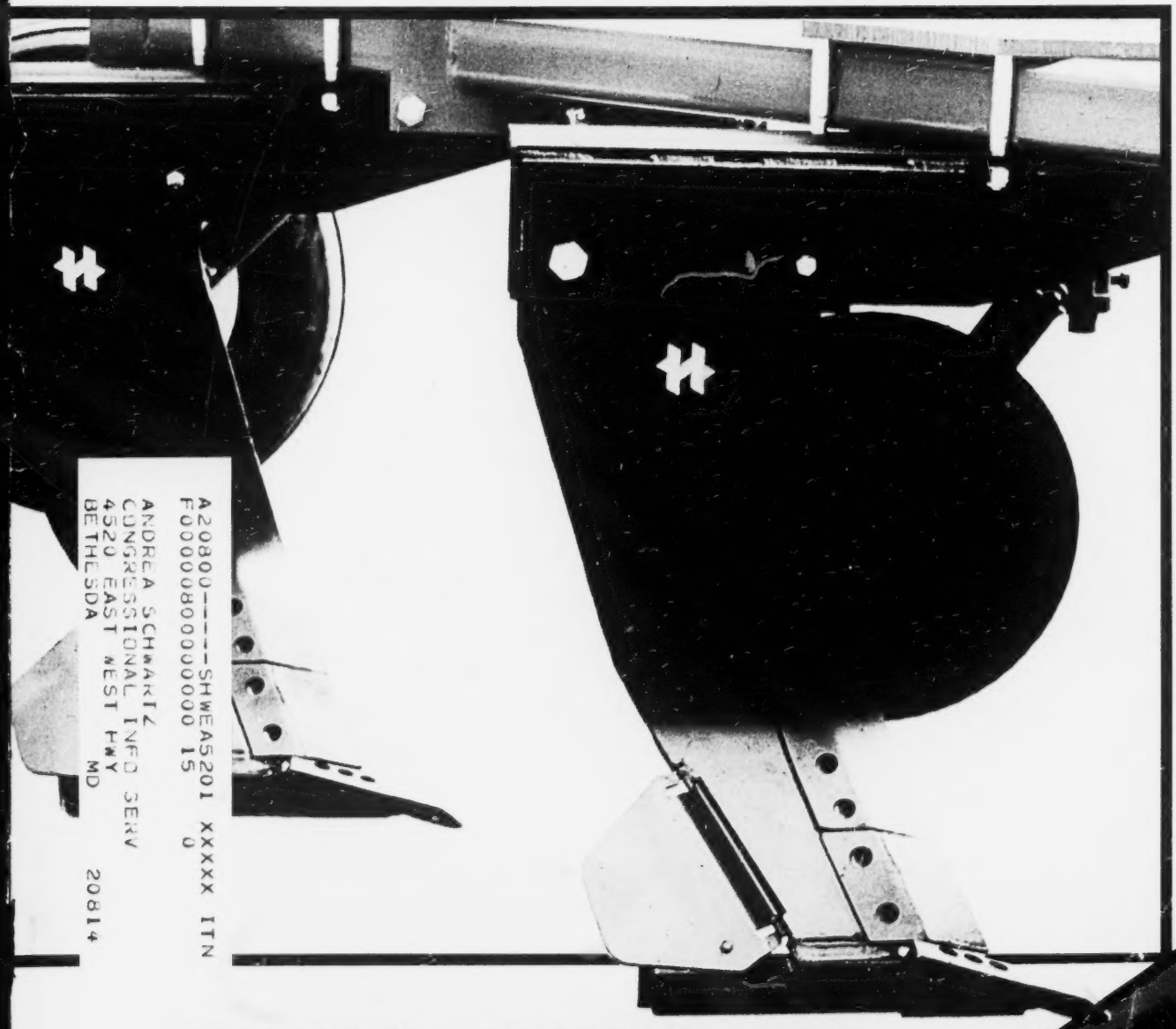
The business magazine of the farm & industrial equipment industry

October 1984
TWO DOLLARS

Implement &Tractor



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HOWARD'S PARAPLOW WINS I&T'S DESIGN COMPETITION

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Implement & Tractor

The business magazine of the farm and industrial equipment industry

October 1984 • Vol. 99 • No. 12

page 8

page 34

8: **Service Shop Performance Improved in 1983.** But the shop is still losing money, according to analysis of the latest annual survey by NFPEDA.

16: **I&T's First Design Award Competition for Shortliners.** Howard's Paraplow won the competition and four runners-up were named in *Implement & Tractor* magazine's first competition to recognize innovative designs.

34: **Staying Alive Means Staying Ahead.** Farm equipment distributors stay alive by bringing ideas to the market, says Stuart Lindsay, who's making some changes in his firm, Lindsay Brothers, Inc.

42: **New Models from Two Majors.** A high-clearance John Deere and two International Harvester tractors.

44: **What'll They Be Thinking In Chicago?** A preview of the FEMA, FEWA and AIMRA conventions, scheduled for late November in the Second City.

On the cover... The working end of the Howard Paraplow, winner of the first I&T design competition for shortliners.

DEPARTMENTS

I&T Update....4
Editor's Notebook....6
What's New....10
New Literature....22
Industry in Motion....26
Nesbitt's Column....38
Auction Prices....39
Brown Pages....47
Classified Ads....52
Index to Advertisers....52

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I&T Update

August Sales: Tractors Almost Steady

U.S. retail sales of farm tractors in August declined by just under 2 per cent from the same month in 1983. The big declines were in four-wheel-drive tractors and 100-139-hp two-wheel-drive units; tractors under 40 hp gained, as did two-wheel-drive models of 140 hp and over. For the year, tractor volume is up 1.6 per cent on the eight months of 1983.

But all other product types reported in the Farm & Industrial Equipment Institute's flash report were down for August. However, the August declines were not as severe as they were for the full eight months.

Unit Retail Sales

	August			January-August		
	1984	1983	Pct. Change	1984	1983	Pct. Change
Farm Wheel Tractors:						
2-wheel drive						
Under 40 hp	3,561	3,256	+ 9.4	36,678	33,705	+ 8.8
40-99 hp	2,405	2,549	- 5.6	26,975	26,294	+ 2.6
100-139 hp	403	726	-44.5	6,410	9,818	-34.7
Over 140 hp	884	731	+20.9	8,967	7,864	+14.0
Total 2-wheel drive	**7,253**	**7,262**	**- .1**	**79,030**	**77,681**	**+ 1.7**
4-wheel drive						
Under 200 hp	63	120	-47.5	1,091	1,196	- 8.8
Over 200 hp	88	166	-47.0	1,750	1,687	+ 3.7
Total 4-wheel drive	**151**	**286**	**-47.2**	**2,841**	**2,883**	**- 1.5**
Total All Tractors	**7,404**	**7,548**	**- 1.9**	**81,871**	**80,564**	**+ 1.6**
S-P Combines	957	1,107	-13.6	5,174	6,691	-22.7
Balers (under 200-lb. bales)	958	980	- 2.2	6,703	7,775	-13.8
Forage Harvesters (shear-bar type)	331	393	-15.8	1,807	2,398	-24.6
Mower-Conditioners	1,143	1,268	- 9.9	10,472	12,240	-14.4

Canadian Sales: August Was Weak

Farm equipment retail sales in Canada were generally down in August, according to the Canadian Farm & Industrial Equipment Institute. Tractor sales were off 8.4 per cent at 912 units, with the major declines occurring in the larger sizes.

For the first eight months of 1984, however, tractor sales are up 10.3 per cent from the same period in 1983 at 12,080 units. Two-wheel drive tractors under 40 hp: up 25 per cent at 2,490; tractors from 40-99 hp: up 20 per cent at 5,200 units; tractors over 100 hp: down 18 per cent at 2,734 units; four-wheel-drive tractors: up 28 per cent at 1,656 units.

Other eight-month totals: Self-propelled combines: down 3 per cent at 1,263 units; small balers: down 4 per cent at 1,495 units; large balers: down 17 per cent at 1,455 units; mower-conditioners: down 8 per cent at 1,864 units; forage harvesters: down 22 per cent at 348 units; pull-type swathers: up 5 per cent at 1,496; self-propelled swathers: down 14 per cent at 1,221 units.

MF's 1st Half: $9.8 Million Profit

For the first six months of fiscal 1984, ended July 31, Massey-Ferguson Ltd. had net sales of $772.1 million, compared with $804.4 million in the same 1983 period. For the second quarter, sales were $407 million, up from the $401 million reported for 1983's second quarter.

For the six months, MF had a net profit of $9.8 million, $7.4 million of it in the second period. Last year, there was a six-month loss of $29 million and a second quarter loss of $11 million.

Sales volume in North America was up by $20.5 million for the six months to $277.7 million; for the second quarter, sales were up $14.9 million to $155.2 million. Sales in Europe fell from $368 million to $295 million.

Ford Tractor Factory Unit Sales Up 38 Pct.

Ford Tractor Operations has reported an increase in factory *(i.e.,* wholesale) sales of farm and industrial tractors of 38 per cent – from 10,567 in 1983 to 14,601 – in the first six months of 1984.

Ford also said that its North American retail unit sales volume went up 15 per cent in the first half of 1984. Parts sales in North America for the first half were also reported up 15 per cent over the first half of 1983, "compared with an 8.1 per cent increase for the total industry," said a Ford statement.

Fiat Trattori, China Make Deal

Fiat Trattori, the tractor subsidiary of Fiat, S.p.A., of Italy, has signed a letter of intent with the Chinese government by which Fiat would modernize and equip two Chinese tractor plants.

The plants, Soviet built, would be adapted to produce 14 tractor models in the 45-100 hp range.

China seeks to borrow about $20 million at 2.5 per cent interest and over $10 million in Italian grant aid for the project.

Fleischer Mfg. Honored for Its Conservation Work

Fleischer Mfg., Inc., Columbus, Neb., has been given a Distinguished Service citation and a Specialized Machinery Manufacturing citation by the Great Plains Agricultural Council.

The company, its chairman, Leonard Fleischer, and its president, Mathew Fleischer, were honored for the development of the Buffalo line of no-till equipment. The council is an organziation of farm agency and land grant university personnel.

Briefly...

Intertec Publishing Corp., publisher of I&T, has sold *World Farming Agrimanagement* magazine to Sosland Publishing Co., Kansas City, Mo., effective immediately. The publication was founded by Intertec in 1959.

Dr. Brian Long, president of Massey-Ferguson Ltd.'s combines and farm equipment division, has resigned. He is replaced by Ivan Porter, formerly senior vice-president, finance and administration. MF also announced that Darwin G. Kettering, senior vice-president, has retired.

International's Ag Sales Up 11 Pct.

International Harvester Co.'s first nine months (ended July 31) marked an 11 per cent increase in sales of agricultural equipment of $113.4 million from 1983's $1.008 billion to $1.122 billion. For third quarter, agricultural equipment volume was up 17 per cent to $404 million from $346 million in 1983's third period.

Total company sales for the nine months rose from $2.6 billion to $3.5 billion. The first half of 1983 recorded a loss of $401 million; for the first half of 1984, it was cut to $63 million. Net loss in the third period of 1983 was $131 million; the loss was $7 million in 1984's fourth quarter.

AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

JONES FARM EQUIPMENT CO. Dothan, Alabama August 14, 1984

ALLIS-CHALMERS TRACTOR
190 diesel, 1968 (Fair) 2900

CASE TRACTOR
1410 diesel, 1977 (Good) 2450*

DAVID BROWN TRACTOR
990 diesel, 1965 (Good) 1200*

MASSEY-FERGUSON TRACTORS
1135 diesel, 1977 (Good) 5200*
1135 diesel, 1976 (Good) 5300
1135 diesel, 1973 (Rough) 1700
1105 diesel, 1975 (Good) 5100
1085 diesel, 1977 (Good) 3500*
1080 diesel, 1969 (Fair) 2750*
285 diesel, 1977 (Good) 5700*
275 diesel, 1977 (Good) 4700
275 diesel, 1976 (Fair) 4100
255 diesel, 1978 (Fair) 4000
245 diesel, 1977 (Good) 5450*
245 diesel, 1976 (Good) 5550*
175 diesel, (Fair) 2975*
175 diesel, 1972 (Rough) 2200
175 diesel, 1968 (Fair) 2600
175 diesel, 1967 (Fair) 2850
165 diesel, 1972 (Fair) 2850*
165 diesel, 1968 (Rough) 2000
165 diesel, 1968 (Rough) 2100
165 diesel, 1968 (Good) 3350
165 diesel, 1966 (Rough) 1900
135 diesel, 1968 (Fair) 2250
135, 1966 (Good) 2900
65 diesel, 1960 (Good) 1600
65 diesel, 1958 (Good) 1500*
50, 1957 (Fair) 800
50, 1956 (Good) 1650
35 diesel, 1963 (Excellent) 3075
35 diesel, 1959 (Rough) 650
T020, 1948 (Rough) 600
25 diesel, 1964 (Good) 2700*
T030, 1952 (Good) 1100*

FORD-FERGUSON TRACTOR
9N, 1946 (Good) 1000*

FORD TRACTORS
8600 diesel, cab, 1974 (Good) 7000*
7700 diesel, cab, 1976 (Good) 8500*
7600 diesel, 1975 (Good) 4700*
6600 diesel, cab, 1976 (Good) 6500
6600 diesel, 1975 (Fair) 4450
5000 diesel, 1971 (Excellent) 5000*
5000 diesel, 1966 (Rough) 2300*
4000 diesel, 1971 (Excellent) 5000
4000 diesel, 1969 (Good) 3000
4000 diesel, 1966 (Rough) 1750
4000 diesel, 1966 (Fair) 2850
3600 diesel, 1976 (Excellent) 5250
3000 diesel, 1974 (Fair) 3050
3000 diesel, 1966 (Rough) 1750
2600 diesel, 1974 (Excellent) 4400
2000 diesel, 1962 (Fair) 1500
2000 diesel, 1962 (Fair) 1150
851 diesel, 1958 (Fair) 1000
850, 1956 (Excellent) 2200*
841 diesel, 1958 (Good) 1850
641, 1958 (Excellent) 2350
640, 1955 (Excellent) 2550
Sup. Dexta, 1962 (Fair) 800*
Sup. Dexta, 1962 (Good) 1400*
Sup. Dexta, 1962 (Fair) 950*
Jub., 1953 (Fair) 850
Jub., 1953 (Good) 1525
8N, 1952 (Good) 1500
8N, 1952 (Good) 1400*
8N, 1951 (Good) 1500
8N, 1949 (Good) 1250
8N, 1949 (Good) 1275
8N, 1948 (Fair) 950
8N, 1948 (Good) 1225
8N, 1948 (Fair) 1075
8N, 1948 (Good) 1350
8N, 1948 (Good) 1250*
8N, 1948 (Good) 1200
8N, 1948 (Good) 1200

INTERNATIONAL HARVESTER TRACTORS
1086 diesel, 1976 (Excellent) 10,300
684 diesel, 1979 (Excellent) 7500
454 diesel, 1972 (Rough) 1800
434 diesel, 1971 (Rough) 1550
424 diesel, 1965 (Good) 2200
284 diesel, 1976 (Excellent) 4350
H, 1950 (Excellent) 700
Sup. C, 1953 (Fair) 500
140, 1959 (Fair) 1100
140, 1960 (Good) 1425
Sup. A, 1948 (Good) 1250
Sup. A, 1948 (Fair) 1000
154 Cub, Loboy, 1968 (Good) 1000
Cub, 1948 (Good) 900
Cub, mo., 1951 (Excellent) 1725

JOHN DEERE TRACTORS
4630 diesel, 1975 (Good) 11,500*
4620 diesel, 1971 (Fair) 6000*
4030 diesel, 1975 (Good) 7300
3130 diesel, (Fair) 3150
2640 diesel, 1977 (Good) 6700*

(More...)

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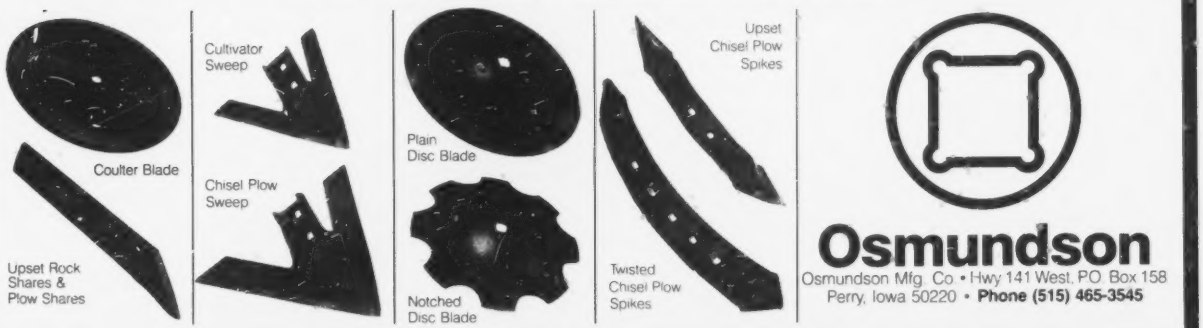

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Auctions
(continued)

2640 diesel, 1976 (Good) 6800*
2440 diesel, 1979 (Excellent) 7400
2240 diesel, 1976 (Good) 6500
2130 diesel, (Fair) 2600
2130 diesel, (Rough) 1850
2040 diesel, 1980 (Good) 7150*
2020 diesel, 1969 (Fair) 2500
1120 diesel, (Fair) 1300
435 diesel, 1959 (Fair) 700
40, 1953 (Good) 900*

LEYLAND TRACTORS
384 diesel, 1970 (Rough) 850
344 diesel, 1970 (Good) 1800

LONG TRACTOR
900 diesel, (Good) 2650

WHITE TRACTORS
2-150 diesel, 1975 (Good) 5500*
2-85 diesel, 1976 (Good) 4750

OLIVER TRACTOR
1465 diesel, 1974 (Good) 2700*

YODER & FREY, INC.
Archbold, Ohio
August 14, 1984

INTERNATIONAL HARVESTER TRACTORS
B, 1946 (Fair) 1050*
A, 1945 (Rough) 450
H, 1949 (Fair) 400
H, 1950 (Fair) 425
H, 1947 (Rough) 525
H, 1950 (Rough) 600*
M, 1951 (Fair) 700*
M, 1947 (Rough) 400*
300, 1956 (Fair) 1150*
C, 1951 (Fair) 800*
C, 1950 (Rough) 625*
400, 1956 (Rough) 750*
460, 1959 (Rough) 920
484, 1982 (Excellent) 4600*
656, 1971 (Fair) 4200*
706 diesel, 1965 (Rough) 3600
706 1965 (Fair) 2275
766 diesel, 1974 (Fair) 7000*
806, 1965 (Fair) 3250
806 diesel, 1963 (Fair) 2250*
806, 1964 (Fair) 3000
826 diesel, (Fair) 5800*
856 diesel, 1970 (Fair) 5400*
856, 1970 (Good) 6900*
966 diesel, 1973 (Fair) 7600*
986 diesel, 1979 (Good) 12,000*
1066, 1976 (Fair) 7500
1066, 1974 (Fair) 7750*
1066 diesel, 1975 (Good) 7800*
1066, 1974 (Fair) 6600*
1066, 1974 (Fair) 7500*
1066, 1975 (Good) 7250
1206, 1965 (Fair) 4700*
1256, 1969 (Fair) 4900*
1566, 1978 (Good) 13,500*
3588, 1981 (Good) 17,250*
444, (Fair) 2850*

DEUTZ TRACTOR
D6806, (Good) 8100*

ALLIS-CHALMERS TRACTORS
B, 1950 (Rough) 140
B, 1950 (Fair) 800
WD, 1952 (Fair) 560
WD, 1949 (Fair) 400
WD, 1944 (Rough) 360
WD, 1948 (Fair) 580
WD-45, 1951 (Fair) 700*
190XT, 1965 (Fair) 3600*
190XT, 1966 (Fair) 1800*
5040, 1977 (Good) 3400*
160, 1972 (Rough) 2600*

JOHN DEERE TRACTORS
A, 1951 (Fair) 490*
MT, (Fair) 610
40, 1955 (Fair) 1050*
40, 1957 (Fair) 1700*
630, 1959 (Fair) 1800*
720 diesel, 1957 (Fair) 900*
730 diesel, 1958 (Fair) 2500*
730 diesel, 1958 (Fair) 900
2010 diesel, 1962 (Fair) 1000
2010, 1962 (Rough) 1500*
2030 diesel, 1977 (Fair) 6150
3010 diesel, 1963 (Fair) 3100*
3020 diesel, 1968 (Fair) 4600*
4010 diesel, 1964 (Fair) 4250*
4020 diesel, 1965 (Fair) 4600*
4020, 1971 (Fair) 6100*
402C, 1966 (Fair) 5600*
4020 diesel, 1966 (Fair) 4900*
4020, 1972 (Good) 5300*
4020, 1965 (Fair) 4100*
4020, 1967 (Fair) 7600*
4030, 1973 (Fair) 8100*
4230, 1975 (Fair) 9000
4230, 1975 (Fair) 9500*
4320 diesel, 1975 (Fair) 7000*
4520 diesel, 1973 (Good) 4900
4520, 1971 (Fair) 5600*
5020, 1969 (Rough) 3700*

MASSEY-HARRIS TRACTORS
44, 1950 (Rough) 475*
44, 1945 (Rough) 160

COCKSHUTT TRACTOR
30, 1949 (Fair) 475

FERGUSON & MASSEY-FERGUSON
35, 1960 (Fair) 2500
50, 1960 (Fair) 1976*
65, 1963 (Fair) 1400*
65 diesel, 1964 (Fair) 2000*
65, 1959 (Fair) 2100*
85, 1963 (Rough) 1375
150, 1967 (Rough) 2800*
165, 1974 (Rough) 2600*
165, 1974 (Fair) 3700*
180, 1971 (Rough) 2900*
180, 1972 (Fair) 3500*
1085, (Fair) 6500*
1100, 1974 (Fair) 3200*
1135, 1976 (Fair) 9300*
1155, 1975 (Fair) 5900*

FORD TRACTORS
8N, 1949 (Fair) 1050
8N, 1950 (Rough) 1375
8N, 1950 (Fair) 1275
9N, 1941 (Rough) 475
9N, 1943 (Fair) 950*
9N, 1943 (Rough) 925*
9N, 1941 (Rough) 580
9N, 1943 (Rough) 775
4000, 1962 (Rough) 850
4000, 1966 (Fair) 3500
8000, 1972 (Rough) 4750*
8000, 1973 (Fair) 4250*
9000, 1972 (Fair) 4500*
3000, 1965 (Fair) 2500
3000, 1972 (Good) 3100
3000 diesel, 1970 (Rough) 1900*
860, 1956 (Rough) 2300*
860, 1955 (Fair) 2700*
960, 1956 (Rough) 1100*
871, 1957 (Fair) 1450*
Jub., 1953 (Fair) 1750
641, 1955 (Fair) 1700*

CASE TRACTORS
530, 1965 (Fair) 2200*

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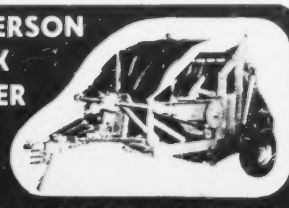

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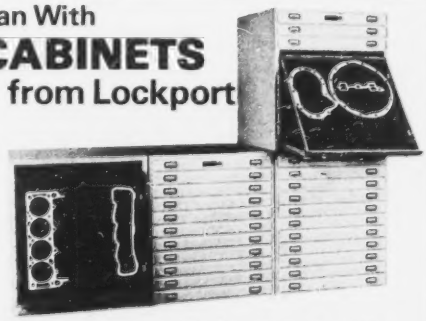

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930, 1966 (Fair) 1600*
930, 1966 (Fair) 1500*
970, ... 2900
1030, 1967 (Fair) 3500*
1030, 1965 (Fair) 4200*
1070, 1971 (Rough) 4500*
1070, 1971 (Fair) 4700*
1190 diesel, (New) 7250*
1194, (New) 8000*
1370, 1973 (Fair) 6600*
1410, ... 5200
2670, (Fair) 14,250*
VAC, 1945 (Rough) 160*
VAC, 1947 (Fair) 600*
1410, (Good) 5400*

OLIVER TRACTORS

77 diesel, 1946 (Rough) 400*
88 diesel, 1953 (Fair) 675
770, 1955 (Fair) 1425
1650, 1966 (Fair) 3400
1755 diesel, 1972 (Fair) 4800*
1800 diesel, 1962 (Fair) 2100*
1800 diesel, 1961 (Fair) 2200*
1850, 1967 (Fair) 3500*
1850 diesel, 1966 (Fair) 3200*
1950, 1964 (Fair) 2200*
2150, 1966 (Fair) 4800*
70, 1940 (Rough) 150

MINNEAPOLIS-MOLINE TRACTORS

Jet Star, 1965 (Rough) 1400*
Jet Star, (Fair) 800*
335, 1962 (Fair) 590
M-670, 1967 (Fair) 1600*
UB, ... 750

WHITE TRACTOR

2-70, (Good) 8500*

ENLOW AUCTION CO.
Tulsa, Okla.
August 25, 1984

ALLIS-CHALMERS TRACTORS

D-12, 1961 (Good) 1500*
D-15, 1965 (Good) 1575*
160 diesel, ldr., 1968 (Fair) 3650*
185 diesel, 1972 (Fair) 3800*
5020 diesel, mo. 1983 (Excellent) 5650*

DAVID BROWN TRACTOR

995 diesel, 1973 (Good) 4000

FERGUSON TRACTORS

20, 1945 (Rough) 600
20, 1946 (Good) 1250

FORD TRACTORS

9N, 1943 (Fair) 825
9N, 1945 (Fair) 825
9N, 1945 (Good) 975
9N, 1946 (Fair) 825
8N, 1948 (Good) 1350
8N, 1949 (Fair) 975*
8N, 1949 (Good) 1350
8N, 1949 (Rough) 800
8N, 1951 (Good) 1725
8N, 1951 (Good) 1525
8N, 1952 (Good) 1500*
8N, 1952 (Good) 1675
NAA, 1953 (Good) 2200
NAA, 1953 (Fair) 1650*
NAA, 1953 (Good) 1900
601, 1958 (Rough) 1575
800, ldr., 1955 (Good) 2950
800, 1956 (Fair) 1850
850, backhoe, 1957 (Fair) 2900*
850, 1957 (Good) 2100*
801, 1960 (Good) 2250*
950, 1957 (Fair) 900
3000 diesel, 1965 (Fair) 2450*
3000, 1967 (Good) 3050
3000 diesel, 1970 (Good) 3650
3000 diesel, 1970 (Good) 3550
4000 diesel, 1966 (Good) 3100
4000 diesel, 1969 (Good) 3600
4000 diesel, 1970 (Fair) 3150*
4000 diesel, 1970 (Good) 3600
2600 diesel, ... 5100

INTERNATIONAL HARVESTER TRACTORS

Cub, mo., 1956 (Rough) 1075
Cub, mo., 1957 (Fair) 1350
Cub, mc., 1964 (Fair) 1425
154, mo., 1968 (Good) 1950
300, 1955 (Fair) 1250
300, ldr., 1956 (Fair) 1450
130, 1958 (Good) 1150*
460 diesel, 1960 (Good) 1750*
706 LP, 1965 (Good) 2200
706, 1968 (Good) 3850*
2400, backhoe, 1969 (Good) 5650
2424, 1962 (Fair) 1900
2444, 1961 (Fair) 2500
2444, 1963 (Fair) 2700
2444, 1968 (Good) 3525
2544 diesel, 1966 (Fair) 2600
3000 diesel, ldr., 1971 (Good) 4400
384 diesel, 1969 (Good) 3350*
450, 1958 (Good) 3050
674, 1975 (Good) 4500*

JOHN DEERE TRACTORS

720 diesel, 1957 (Good) 1750
1020 diesel, 1969 (Good) 3300
1020 diesel, 1970 (Good) 3550
1120 diesel, 1970 (Good) 3450
4010 diesel, 1962 (Good) 3500
4020 diesel, 1965 (Good) 4650
4020 cab, diesel, 1967 (Good) 5100
830 diesel, ldr., 1975 (Excellent) 5200*
2130 diesel, 1968 (Fair) 3500*

MASSEY-FERGUSON TRACTORS

35, 1961 (Good) 2650
35, 1962 (Fair) 1900*
50, 1959 (Fair) 1700*
50, 1960 (Good) 2500*
50, ldr., 1964 (Excellent) 4400*
65, 1958 (Fair) 1750
65 diesel, 1961 (Good) 2450*
65 diesel, 1964 (Good) 2700*
S-90, 1963 (Good) 2150
135, 1969 (Good) 3300
135, 1969 (Good) 3300
135 diesel, 1970 (Fair) 3150*
2135, ldr., 1968 (Good) 4150
150 diesel, 1966 (Good) 3275*
150 diesel, 1974 (Good) 4250
165, ldr., 1967 (Fair) 2900*
165 diesel, 1968 (Fair) 2850
165 diesel, 1968 (Good) 3350
175 diesel, 1965 (Fair) 3150
180 diesel, 1966 (Good) 3300
180 diesel, 1970 (Good) 3900*
1080 diesel, 1971 (Good) 5200
1085 diesel, 1974 (Fair) 5100*
1085 diesel cab, 1978 (Good) 7500
40-B, backhoe, 1968 (Good) 6750
235 diesel, 1975 (Fair) 3600*
235 diesel, 1976 (Good) 4000
240, 1984 (New) 8050*
245 diesel, 1979 (Good) 4750
245, 1980 (Good) 5800*
245 diesel, 1980 (Good) 6100*
255, ldr., 1978 (Good) 7150*
275, 1977 (Good) 6200

MINNEAPOLIS-MOLINE TRACTOR

670, 1960 (Good) 2450*

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S-88 diesel, 1955 (Fair) 1100*
550, 1963 (Fair) 1525

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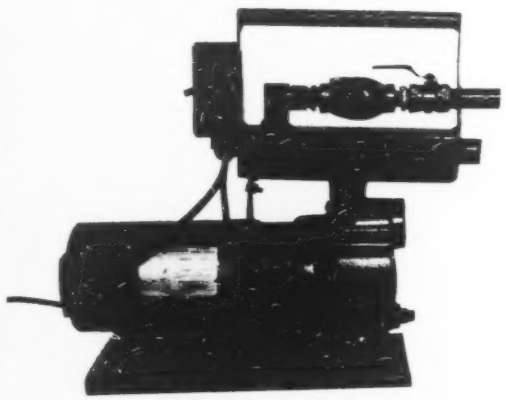

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